

## **FINANCIAL FITNESS 1 (Consumer Education 1)**

**Course Code: 5812**

Financial Fitness 1 is designed to help students develop financial management skills by utilizing sound decision making procedures, evaluating marketplace alternatives, creating a personal budget, becoming knowledgeable of the rights and responsibilities of the consumer, and recognizing the impact of career choices. Learning experiences will provide real life application such as; buying a car, budgeting money, using credit wisely, selecting the first apartment, and avoiding “rip offs” when making purchases. Integration of the Family and Consumer Sciences student organization, Family Careers, and Community Leaders of America (FCCLA), greatly enhances this curriculum.

**Objectives:**

Students will:

1. apply the decision-making process to consumer choices.
2. analyze personal financial plans.
3. identify responsible and fraudulent business practices.
4. distinguish between various financial and lending institutions.
5. establish a budget using software application programs.
6. demonstrate transferable and employability skills.

**Credit:**

½ -1

**National Certification:**

The Be Real Certification (9-10 grades)  
The Get Real Certification (11-12 grades)  
South Carolina Occupational Information System (SCOIS)  
[www.scois.org](http://www.scois.org)

**Recommended Grades:** 9-12

**Prerequisite:**

none

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**Textbooks:**

**Glencoe/McGraw-Hill**

**Consumer Education and Economics, 5th Edition** Author: Lowe, et al.

Student Edition 0078251559 09-12 2003 \$42.99

*Consumer Education and Economics* is a comprehensive text that is designed for two semesters. It contains clear objectives, short informative chapters, short review questions, reinforcement activities, and Internet activities. Units include preparing for consumers, understanding economic principles, managing your money, building financial security, becoming a smart shopper, making spending decisions, and other related units.

**Goodheart-Willcox Company**

**The Confident Consumer**

Author: Campbell

Student Edition 1590701461 09-12 2004 \$41.97

*The Confident Consumer* helps student to make financial and economic decisions. Topics include foods, clothing, housing, transportation, credit and investments. Teacher resources include test creation software and innovative teaching strategies. Case studies in each chapter give the students examples of real-life applications.

**Thomson South-Western**

**Economic Education for Consumers, 2nd Edition** Author: Miller and Stafford

Student Edition 0538435798 09-12 2004 \$50.00

*Economic Education for Consumers* is a new and very inviting text that covers most of the Family and Consumer Sciences National Standards. It has excellent multimedia supplementary materials that will assist the teacher and interest the students. There are computer applications, a dedicated Web site, and Internet activities in each chapter. The text is also correlated to the Jump\$tart Coalition for Personal Financial Literacy's National Standards.

<http://www.mysctextbooks.com/>

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**High School Education:** customer service representative, product demonstrator, customer complaint clerk, personal shopper, financial institution teller, data processors

**Postsecondary Education:** loan officers, bill and account collectors, appraisers, underwriters, accountants, investment advisers

**Postgraduate Education:** treasurers, controllers and chief revenue agents, auditor, economists, financial institution president

**Standards Revision Committee:**

Vickie Jacobs  
Hartsville High School

Hazel Rickenbacker  
Orangeburg Consolidated Career Center

Sherry Gore King  
SC Department of Consumer Affairs

Erin Timmons  
Palmetto Citizens Credit Union

Georgia Lash  
Hillcrest High School

Patsy Towery  
Midland Technical College

Nancy Porter  
Clemson University

David Whipple  
Waddell and Reed Financial Services

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### **A. The Economic System**

1. Describe the United States economic system.
2. Explain how the law of supply and demands affects the economic system.
3. Determine how credit and other services affect prices.
4. Determine the effects of inflation and deflation on consumers' behavior.

### **B. Financial Decisions**

1. Distinguish between wants and needs.
2. Apply the decision-making process to consumer choices.
3. Describe how media influences consumer decisions.
4. Analyze the impact of technology on consumer decisions.
5. Identify strategies for comparison-shopping.

### **C. Budget**

1. Analyze the components of a paycheck.
2. Distinguish between fixed and flexible expenses.
3. Design a plan for earning, spending and saving.
4. Differentiate between various money management tools and services offered by financial and lending institutions.

### **D. Financial Management**

1. Compare various financial and lending institutions, e.g. quick cash businesses, banks, credit unions, finance companies.
2. Analyze factors in developing a long-term financial plan.
3. Analyze the use of credit in financial management.
4. Examine saving and investment options that promote financial security.

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**E. Consumer Responsibilities And Rights**

1. Interpret consumer legislation.
2. Contrast responsible and irresponsible consumer behaviors.

**F. Careers**

1. Integrate knowledge, skills, and practices required for careers in consumer services. Consumer Education (Financial Fitness 1)
2. Analyze how career choice, education, and job skills affect income.